

Message Text

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R 091310Z MAY 74

FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC 7678

AMEMBASSY BEIRUT

LIMITED OFFICIAL USE KINSHASA 4061

DEPT PASS TO WASHINGTON WESTINGHOUSE REP JONES
(TEL 202 833 5070) AND WESTINGHOUSE PRESIDENT WORLD REGIONS,
C.H. WEAVER, PITTSBURG (TEL 412 255 3303).

BEIRUT FOR WESTINGHOUSE VP HAIGHT, (TEL 340320/1/2) ONLY

FROM LOCAL WESTINGHOUSE REP DAWSON

E.O. 11652: N/A

TAGS: BEXP, US, CG

SUBJECT: WESTINGHOUSE AND INGA II

HAVE DISCUSSED WITH CHARGE NEWLIN GIST OF TELEGRAM RE
MEETING COHEN (STATE), JONES AND STRAIT (WESTINGHOUSE),
CLAEYS AND BAINI (ACEC).

THOUGH DO NOT PROPOSE TO DIRECT COURSE OF EVENTS FROM LOCAL
LISTENING POST WOULD LIKE TO TAKE THIS OPPORTUNITY TO GIVE
MY THOUGHTS AND SUGGEST POSSIBLE AIDS TO ANY APPROACH.

FIRST, SUGGESTION BY STATE DEPT TO ASCERTAIN ATTITUDE
OF MAJOR FINANCIERS (EXIM AND BELGIAN GOVT) IS MOST
VALID. THE ANSWER TO THIS QUESTION WILL BE PREREQUISITE
TO MEETING WITH EITHER BISENGIMANA OR PRESIDENT. SECOND,
IT SEEMS TO BE INCREASINGLY COMMON FOR BISENGIMANA TO
SCREEN EVEN HIGHEST LEVEL VISITORS BEFORE PERMITTING
THEM OR THEIR PROPOSALS ACCESS TO THE PRESIDENT. THEREFORE
ALTHOUGH I AM NOT OPPOSED TO A JOINT INITIATIVE OF
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WESTINGHOUSE AND ACEC THE LEVEL OF THE DELEGATION SHOULD

BE RANKING REPRESENTATIVES OF THE TWO FIRMS AND THEY SHOULD BE PREPARED WITH A SUFFICIENTLY DIFFERENT PROPOSAL BASED IN PART ON THE FINANCING PACKAGE. INCLUSION OF SUCCESSFUL INGA II NEGOTIATORS HAIGHT AND DAHLMANN WOULD SEEM NATURAL CHOICE.

IN ADDITION TO THE TWO MOST BASIC FACTORS ABOVE, OTHER KEYS WILL BE EMPHASIZING AMERICAN POSITION IN THE CONSORTIUM PERHAPS TO THE POINT OF TURNING OVER KEY ROLE TO WESTINGHOUSE AND ABILITY TO DISCUSS OR DEFLECT ANY TURN OF CONVERSATION TO NUCLEAR POWER, ONE OF THE PRESIDENT'S FAVORITE SUBJECTS. ALTHOUGH THERE IS POSSIBILITY OF CHANGE, NEWLIN, JOOSTENS AND I AGREE CHANCES ARE MINIMAL THAT THE GOZ WILL BE PERSUADED TO ACCEPT A BASICALLY UNCHANGED WESTINGHOUSE PROPOSAL. EVEN WITH SIGNIFICANT CHANGES AND THE PROMISE OF GREATER US PARTICIPATION THE DELEGATION MAY GO BACK EMPTY HANDED. STRONGLY URGE THAT EVEN THOUGH PRESIDENT MAY TURN DOWN OFFER OUT OF HAND FOR POLITICAL OR OTHER REASONS, DELEGATION BE PREPARED TO DISCUSS ZAIRE DEVELOPMENT PLANS AND USE THE OPPORTUNITY TO EXTEND AN INVITATION FOR MOBUTU AND ENTOURAGE TO TAKE ADVANTAGE OF WESTINGHOUSE HOSPITALITY AT HIS EARLIEST CONVENIENCE.

FOR GOZ AS WELL AS OUR OWN PROTECTION SUGGEST NO RPT NO PUBLICITY BE GIVEN ANY DELEGATION PLANNING TRIP TO ZAIRE.

I HAVE JUST LEARNED THAT THERE IS A "CONVENTION DE COMMANDE" BETWEEN GOZ AND SIEMENS CONSORTIUM DATED 14 SEPT 73 SIGNED BY SIEMANS, NZEZA (SNEL) AND BISENGIMANA (GOZ). NO SIGNED CONTRACT IS EXTANT TO MY KNOWLEDGE. DECONTROL ON RECEIPT. NEWLIN

NOTE BY OC/T: KINSHASA 4061 NOT PASSED ABOVE ADDRESSEE.

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